

# Connecticut Industry

## The State Department Wins A Point

In a decision of the United States Customs Court handed down June 3, in the Warren Corporation and the Domestic Fuel Corporation cases, Judge Walter H. Evans, of the New York District, ruled that the collection of the special tariff duty of two dollars a ton on British and German coal, was discriminatory and in violation of the most-favored-nation treaties with exporting countries. The decision ordered the refunding of all duties collected on English coal shipped to the George E. Warren Corporation, of Boston, and on all German coal shipped to the Domestic Fuel Corporation through Bridgeport since June 1932, the effective date of the 1932 Revenue Act.

By his ruling, Judge Evans has upheld the hand of the State Department in declaring for the supremacy of the most-favored-nation clauses, while at the same time reversing the time-honored custom that the tariff-making power of the House of Representatives took precedence over the treaty-making power of the President and the Senate, except where concurrence was intended as in the commercial treaty with Cuba.

Should this decision be upheld by the Supreme Court, it will stand as the most significant defeat ever recorded against our democratic form of government as originally conceived—"by the people and for the people." It will mean that tariff protection for American products and scale of living will be determined henceforth by the will of the executive branch of our government in conjunction with the Senate, instead of by the majority judgment of representatives elected by popular vote.

E. KENT HUBBARD

## July, 1933

Legislative Observation—  
Federal and State

Mac's Philosophy on Present  
Importance of Cost Knowledge

## **T. A. D. JONES & CO., INC., OFFERS A NEW SERVICE TO INDUSTRY ➤**

**I**NDUSTRIAL FUEL OIL is a term now used frequently. There is much discussion as to its merit and application. T. A. D. Jones & Company, Inc., realize that industry is primarily interested in the efficiency of its fuel rather than its form. Therefore, in order to continue its enviable position as an authority on the questions of industrial fuel, the Company has gone into the matter of Industrial Fuel Oil thoroughly.

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We would like you to feel free to discuss this question with us fully, knowing that you will receive an unbiased opinion and expert advice. Solid facts are the basis of any analysis, and such facts were the foundation of our decision to erect one of the largest oil terminals in New England, capable of storing the entire cargo of an ocean going tanker. Such boats will come to New Haven from southern ports near the oil fields and reshipment will be made through our terminal by rail, barge or truck. Plans for this project have been completed.

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Associated with our Company, in the capacity of advisor on matters pertaining to Industrial Fuel Oil, is Mr. J. H. Dockendorff. For many years he has cooperated with engineers of industrial plants helping to solve problems of fuel. He will approach your problem from a users viewpoint, and will adhere closely to the facts as they are found in each individual condition. He will be in a position to advise as to the proper fuel which would be the most economical.

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# Connecticut Industry

for July, 1933

Volume 11

L. M. Bingham, Editor

Number 7

Manufacturers' Association of Connecticut, Inc.

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## Legislative Observation – Federal and State

### FEDERAL

Never before in the history of the United States has a Congress enacted the volume of sweepingly significant legislation as passed by the first session of the 73rd Congress. In the short period from March 9th to June 16th, Congress enacted thirteen major pieces of legislation to say nothing of appropriation measures or resolutions, which is an average of approximately one a week. The greater portion of these measures were bold departures from the political philosophy in vogue in the United States for the past 150 years.

Thrust onto a political stage already teeming with swift and drastic action by their chief, both new and old members of Congress almost immediately caught up the theme song of rapid-fire action to enter a blind but overwhelming chorus of "ayes" to the administration's first three proposals—the Emergency Banking Act, the Economy Act and the Beer Act. Then came a few discordant notes from vote-seeking legislators in the party who wanted partonage crumbs distributed at once as a reward for good behaviour. From the Repub-

lican section too, came off-key notes of resentment against being driven blindly onward into unexplored legislative stanzas by soft-spoken threats that "public opinion" would scourge anything less than a star performance of the President's entire program.

Moving on at a slower tempo but with reasonably close harmony, Congress passed the Unemployment Act, the State Relief Act, the Tennessee Valley Improvement Act, the Securities Act and the Gold Clause Repeal Act. The Farm Act snagged on the inflation and processor's tax clauses; the Glass-Steagall act on the long sustained opposition of the President and Mr. Woodin, secretary of the treasury; the Railroad Act on technicalities and labor opposition; the Home Mortgage Act on interest rates, administration features, and other technicalities on loaning limits; and the Industrial Control Act on labor provisions and the license clause.

This avalanche of legislation fell so precipitously upon the attention of the American people that few persons were able to become informed as to what was happening or to comprehend the general purpose of the

administration which, in truth, has effected a peaceful revolution from old standards almost as complete as that brought into being by the Hitler regime. A brief summary of the principal measures included in this revolutionary movement toward state capitalism is set forth in the following paragraphs.

The Emergency Banking Act gave the President emergency powers over credit, currency and foreign exchange, permitted the re-opening of the majority of closed banks under license, the appointment of conservators in others and the re-financing of many banks by R. F. C. purchases of preferred stock. It was also this act which empowered Secretary Woodin to require the return of hoarded gold and the President to place an embargo on gold exports on April 20th.

The Economy Act provisions called for building a firm federal credit base through the balancing of outgo and income by drastic slashes totaling \$400 millions in veterans payments, by sharp cuts in government services and the wholesale dismissal of public servants no longer needed by shrunken government departments.

The Beer Bill provided for licensing the manufacture of beer and wine and the imposition of a federal tax of \$5 a barrel thereon, while the provisions of the Gold Clause Repeal measure merely announced that the gold clause in federal and private obligations was cancelled and that such obligations would henceforth be payable in legal tender.

The Glass-Steagall Bank Reform Bill carried as its central idea the original Glass Bill curbing the use of federal reserve credit in speculation, and as finally passed, placed the emphasis on credit control rather than on provisions for safer banking. Among the many provisions included in the act is one which provides that after two years no bank whose chief function is dealing in securities may accept deposits and that branch banking is confined to those states where it is now permitted by state banks, and then only in cases where capital and surplus equal \$500,000.

The Railroad Coordinator Bill is discussed in detail elsewhere in the Transportation Department of this issue.

The Tennessee Valley Act provides for the creation of a board of three persons to be known as the Tennessee Valley Authority to maintain and operate properties owned by the United States near Muscle Shoals in the interest of national defense and for the agricultural and industrial development of the entire valley.

The Unemployment Act, introduced about the same time as the Tennessee Valley measure, has as its main objective the provision of work for at least 250,000 men in re-forestation camps throughout the country.

The Home Mortgage Relief Act provides for the set-up of a government corporation empowered to issue two billion dollars in bonds for re-financing mortgages on small homes valued at less than \$20,000. Under the plan government bonds would be exchanged for existing mortgages and the government would assume the risk for non-payment of the mortgages.

The State Relief Act appropriates \$500 million from the treasury to be given to the states for unemployment relief.

The Securities Act forbids the sale or advertising of new security issues until all pertinent information has been filed for twenty days with the Federal Trade Commission. It imposes what amounts to a fiduciary responsibility for such issues upon company directors in the case of corporate issues, and also upon members or directors of banks underwriting foreign securities.

The Farm Act, which shares with the National Industrial Recovery Act the honor of being the two most important and far-reaching measures enacted, is designed to restore farm purchasing power to 1909-1914 levels by, (1) inducing producers of cotton to reduce production by 30% under 1932 and not to use the land so released for the production of any other nationally produced commodity; (2) empowers the secretary of agriculture to reduce the production of wheat, corn, rice, tobacco, hogs, sheep and milk and milk products and to grant compensation for such reduction which will be furnished by the returns from license taxes on all processors of these crops and products. The license taxes are to represent the difference between "current average fair price" and the price which will give the farmer the same purchasing power with respect to the articles as he enjoyed during the period from 1909 to 1914. Also, attached to the Farm Act is the Thomas inflation amendment authorizing the secretary of the treasury to sell \$3 billion in government bonds direct to the federal reserve system, or if this is not sufficient to bolster credit and prices to the desired levels, the secretary of the treasury may issue \$3 billion in greenbacks to meet maturing obligations or buy government bonds.

Under Title I of the National Recovery Act all industry is invited to police itself under self-imposed codes of fair competition which shall have the effect of law when finally passed upon by the recovery administrator and the President. Under section 7 of Title I, labor is given the right to organize without employer interference, and under another section a fine of \$500 and six months imprisonment is provided for failure to comply with codes of fair practice set up by each industry or, in the case of companies which may be

(Continued on page 12)



# INDUSTRIAL BRIEFS

## New Steel Process May Lower Cost of Steel to Connecticut Users

A new process developed by H. M. Naugle and A. J. Townsend of Canton, Ohio, which will utilize a small rotary mold employing high centrifugal force to make steel blooms from steel scrap, has recently been put to use commercially in Detroit, Michigan. This process, developed by the two men responsible for the invention of a continuous strip-sheet rolling mill seven years ago, presents a threat to iron ore suppliers, foundries, transportation agencies and to the owners of continuous sheet rolling mills, because the rotary machine is comparatively small and inexpensive, and may be moved readily to sources of steel scrap and set up for operation. Since New England uses nearly 500,000 tons of steel bars annually, certain Connecticut and New England centers having available a large supply of steel scrap, can readily manufacture their own steel requirements, thus causing a large loss of business to Pennsylvania and Ohio steel centers, and to the transportation agencies which normally transport this basic product from the raw material centers to Connecticut and other New England states.

The new mill which has been set up in Detroit is a 15-ton-an-hour electric furnace to produce molten steel which is poured into one of seven circular molds whirling at high speed. Ten minutes later a giant "wagon-wheel" of glowing steel, ten feet in diameter and weighing two tons is sheared into arcs, "flash" heated, ready for "breaking down" and finishing. The new process is said to show an 18% saving in weight over all other methods, and in addition produces an exceptionally high-grade steel.

## Eagle Lock Speeds Production

The Eagle Lock Company of Plymouth, Connecticut, has recently revised its working schedule in three

departments from four and six hours a day to eight and a half hours besides hiring additional help.

## Beardsley & Wolcott Receiver Seeks Right to Sell

The receiver for the Beardsley & Wolcott Manufacturing Company of Waterbury has sought a ruling by Judge John Richards Booth to permit him to sell two small parts of the business for \$20,000 and to use the proceeds for liquidating two large claims of New York banks. It is understood that the North & Judd Mfg. Company of New Britain has offered \$10,000 for the "spot" business and that a California firm has made a like offer for the razor strop business.

## East Hampton Door Bell Seen as Marvel by African Villagers

A spring push button door bell made by Bevin Brothers Manufacturing Company of East Hampton and presented by Representative Mayo S. Purple to Miss Florence Day of New York, and in turn to her college friend Sibisis We Majanya, a native of the south coast, Natal, South Africa, is looked upon as a marvel by the natives since its installation on the door of the only modern home in the village of several hundred Kaffirs.

## Merger of Western Union and Postal Telegraph Seen as Certainty

The projected \$300,000,000 Western Union-Postal Telegraph communications merger is now seen as a practical certainty since the passage of the railroad bill which permits telegraph companies to merge "within a year" after the passage of the bill. Economies of at least \$12 million, it is said, can be accomplished in the first year and at least \$20 million by the third



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year, without affecting the 65 thousand present employees of the two organizations.

#### Danielson Mill Supply Concern Working Nights

The E. H. Jacobs Manufacturing Company of Danielson, makers and distributors of textile mill supplies, has recently started a night shift which bids fair to be continued on account of the ever increasing amount of orders, and is hiring additional workers.

The Jacobs plant has just recently created a research department headed by E. S. Kant, who was formerly with the Goodyear Dirigible Research Department in Akron, Ohio. It has also been announced that B. T. Clark, former secretary of the Wilmette, Illinois, Chamber of Commerce, has been placed in charge of production.

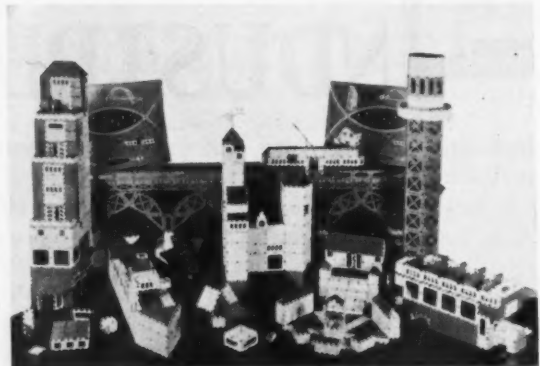
#### Work Started on Milford Harbor

The sand-digger Lawrence of the Tremont Dredging Company of Boston started work on deepening of Milford Harbor early in June.

#### Stanley Works Producing Toy Innovation

The Stanley Works of New Britain, one of the largest producers of butts and hinges, hardware specialties and small hand tools in the world, has recently put through the office of their Sales Research Department a new, highly colorful construction toy called "Stanlo," and is now in production of these units. Only about six weeks elapsed between the introduction of this idea by a man outside of the company and the start of the production, together with the set-up of the sales organization under the direction of Leo Levy, with sales offices and show rooms in the Fifth Avenue Building, New York City—the toy center of the United States. At the request of its operators, models of the new "Stanlo" have been set up on the Enchanted Island at the Century of Progress Exposition, where it has received glowing praise and a sizeable number of sales since its erection.

The large and small, triangle, oblong and square metal component parts of this toy set are easily combined to produce almost innumerable different structural effects by the utilization of the principle of assembly commonly applied to door butts. Building models of houses, castles, boats, towers, bridges, buildings, cranes, derricks and other structural designs with "Stanlo" parts is a simple task for a mechanically-inclined child of six years of age. It is accomplished by the multiplication of joining together parts by pushing a pin through loops or joints of two pieces of steel as is done on the door butts that hang the doors in houses and offices. "Stanlo" has been pro-



View of a limited number of items which may be built with "Stanlo," the new standard parts construction toy, now being manufactured by The Stanley Works, New Britain, Conn.

nounced by many toy dealers as the first great stride in construction toy design during the past 17 years.

The sets are neatly packaged in a sectional box containing full instructions and are being offered at retail from \$1.00 to \$10.00, depending upon the number of units in the set.

#### Hartford Manufacturers Hold Annual Meeting

The annual meeting of the Hartford County Manufacturers Association was held at the Shuttlemeadow Country Club in New Britain on Thursday evening, June 8th. Samuel M. Stone, president of Colt's Patent Fire Arms Mfg. Company, was re-elected president of the Association, as were the first and second vice-presidents, George E. Bean, vice-president of the Eastern Malleable Iron Company, and Lucius Rosister, head of the Terry Steam Turbine Company. The slate submitted by the nominating committee, headed by Clayton R. Burt, president of Pratt & Whitney Company, was unanimously elected. At the directors' meeting Sidney E. Cornelius was re-appointed manager and Joseph E. Moody, secretary.

Professor W. Elmer Ekblaw of Clark University, said in his talk entitled "America Today," that a controlled immigration which would permit a 50 per cent increase in population, bringing young men and women of the right character "from the lands of our birth," would aid materially our business revival by working the vast resources of the United States to full capacity. He also offered the opinion that Russia's plan is doomed to failure and that we have nothing to fear from that country, which although great can never measure up to our own largely because of our tremendous resources, ideal climatic conditions and the fact that our ancestors have left us a splendid

heritage in experimenting and trying new schemes.

Sidney E. Cornelius, manager, gave a lengthy report on this year's legislative activities both in Hartford and Washington and closed his remarks by the good news that member plants of the Association had employed 764 more persons in May than in April of this year.

#### **DuPont Company Acquires Remington Arms**

M. Hartley Dodge, chairman of the board of the Remington Arms Company, Inc., recently announced that the E. I. DuPont de Nemours Company of Wilmington, Del., had purchased controlling interest in the Remington concern by purchasing 51% of the common stock.

The Remington Arms Company is now recognized as the largest producer of ammunition, other than for military purposes, in the United States having more than 100,000 retail dealers handling its products in the United States and Canada.

#### **Strikers Return to Work**

Women and girls who had been employed by the Watertown Undergarment Company of Watertown, Connecticut, are understood to have returned to work early in June after a short strike for what amounted to about \$2 a week over old piece-work rates. It is understood that the workers gave in on several of their demands for better working conditions and for an eight-hour day in lieu of promises by Philip Lipshitz, president of the concern, that he would make a study of existing schedules within the shop and correct any inequalities or injustices which careful study might disclose. The strikers claimed that pay envelopes of \$3 and \$4 a week were common but officials of the company were said to have produced the payroll book as evidence that such wages were the exception rather than the rule and that the average pay envelope contained \$9 or more a week.

#### **Danielson Company Buys New Bedford Plant**

Stockholders of the Dartmouth Manufacturing Company of New Bedford are understood to have accepted an offer of \$550,000 by Joseph W. Powdrell of Danielson, a member of Powdrell and Alexander, Inc., drapery manufacturers of Danielson.

#### **Trade School Student Invents Automatic Shift**

Meigs W. Newberry, twenty-one-year-old student of the State Trade School in Hartford, has recently patented what is known as the "Three-in-one Self Shift" which, it is understood, completely eliminates the necessity of shifting automobile gears by hand.

It is so designed that there are a large number of speeds available without the necessity of abrupt shifting from one gear to another at certain set speeds. The young student inventor made all his own drawings for submittal to the Patent Office in July, 1932, and received his patent on May 23, this year. Twenty out of the twenty-two claims made by his attorney, Harry R. Williams of Hartford, were allowed by the patent office as entirely original. It is understood that Mr. Newberry desires to sell his patent to an automobile manufacturer.

#### **Association Joins Hands with Cost Accountants to Study Accounting Facts**

Realizing the importance of sound cost knowledge to insure parity for Connecticut manufacturers in the national codes of fair competition, drawn up for divisions and sub-divisions of industry under the National Industrial Recovery Act, the industrial cost accounting committee of the Manufacturers' Association of Connecticut and the presidents-elect and selected delegates of the Hartford, New Haven and Bridgeport chapters of the National Association of Cost Accountants, met in a joint meeting Friday noon, June 23, at the Hartford Club to formulate plans for aiding manufacturers to this end.

The plans decided upon contemplate a series of joint meetings of manufacturers together with members of the cost accounting chapter in each section. The committee in charge of arrangements for these meetings includes the presidents-elect of the three accounting chapters, one member of the industrial cost accounting committee and a member from the staff of the Association.

Those in attendance from the committee were: Chairman C. B. Cook, vice-president of Royal Type-writer Company, Hartford; S. S. Gwillim, secretary and general manager of the Trumbull Electric Company, Plainville; and John Chidsey, chairman of the board of the Veeder-Root Company, Hartford and Bristol.

Those present from the New Haven Chapter were: Paul S. Gates, president-elect of the Chapter and treasurer of C. Cowles & Company, New Haven; and C. F. Thompson, comptroller of the Wallace Barnes Company, Wallingford.

Those present from the Bridgeport Chapter were: T. N. Wakeman, president-elect of the Chapter and treasurer of the Bridgeport Coach Lace Company; and William Breetz, assistant secretary of the Bridgeport Brass Company.

Hartford Chapter members present were Henry Knust, C. P. A., president-elect of the Chapter; and

E. S. Lancaster, treasurer of the American Paper Goods Company, Kensington. From the Association's staff were C. L. Eyanson, W. A. Dower and L. M. Bingham.

#### Trumbull Re-elected Head of State Chamber

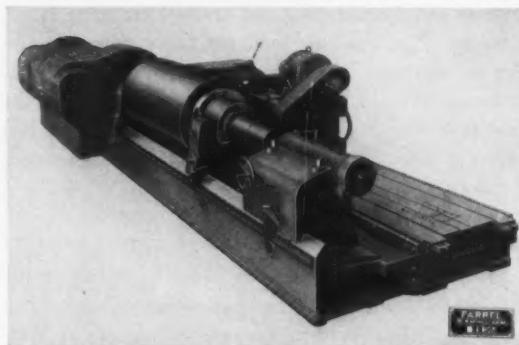
Henry Trumbull, treasurer of the Trumbull Electric Manufacturing Company of Plainville, was re-elected president of the Connecticut Chamber of Commerce for his fifth successive term, at the directors' meeting of the Chamber held Wednesday, June 21, at Hotel Bond, Hartford. Other officers elected were: James T. Moran, chairman of the board, Southern New England Telephone Company, as vice-president; Albert E. Lavery, vice-president of the Bridgeport Hydraulic Company, as vice-president; and R. LaMotte Russell, president, Manchester Savings Bank, as treasurer. Harry E. Hasty continues as executive vice-president.

#### Bureau Releases Census Figure for Hartford Area

Census figures just released for the industrial area of Hartford, defined by the Bureau of the Census as consisting of Hartford County, disclosed that in the year 1931 this area included 683 manufacturing, printing and publishing establishments which did an annual business in excess of \$5,000. These establishments gave employment during the year to 48,521 wage earners, not including salaried employees, to whom \$50,999,244 was paid in wages, and turned out products to the value of \$183,794,986.

#### English Officials of J. & J. Cash Visit American Plant

Major Cash, president, and Mr. Whitehill, auditor of J. & J. Cash, Incorporated, London, England, have been visiting the chief American plant of the company at South Norwalk, headed by Frank Goodchild. It is understood that they will also visit the California and Canadian plants of the company before returning to England. J. & J. Cash, Incorporated, is one of the largest producers of woven name



View of new Heavy Duty Roll Grinder recently completed by the Farrel-Birmingham Co., of Ansonia, for a mid-western steel company.

labels, souvenirs and bookmarks in the world.

In his annual report to stockholders given at the company's annual meeting of May 17, President Frank Goodchild made a frontal attack on the practice of poring over ledgers to discover where money could be saved and suggested, for the best interests of all concerned, that the same deep consideration now given to ledger books, be turned to the study of order books and how new customers can be added. By this method, Mr. Goodchild believes that some of the present unwarranted pessimism could readily be turned into a reasonable well-balanced optimism.

#### Farrel-Birmingham Develops New Heavy Duty Roll Grinder

The Farrel-Birmingham Company of Ansonia, Connecticut, manufacturer of heavy duty presses, grinders and shears, has recently completed a 60" x 20' heavy duty roll grinder for rolling metal strips which will be used by a large mid-western steel plant. This new machine, while not the largest of its type in the world, has a number of distinct new features designed to eliminate vibration, promote accuracy of crowning or concaving, as well as straight grinding and the refinishing of rolls in the shortest possible time. Ex-

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## Mac's Philosophy

**I**F MANUFACTURERS want a better understanding of cost methods that will come in handy when decidin' on cost section language for their industry codes, they ought to attend one of the regional joint meetings now bein' planned by the Hartford, New Haven and Bridgeport accounting chapters in cooperation with their state association. Watch for press and bulletin announcements of dates and places.



perience has taught officials of the company that the use of four multiple "V" belt drives, three of which are used at one time, for operating headstocks, produce a far better finished metal than gear-driven headstocks. The success of these belt-driven headstocks when the rolls are rotated through belts has led to the adoption of this design for this new machine and all other standard sizes.

A jaw clutch between the two intermediate drives throws one drive out and the other in, making possible a variable speed range from  $6\frac{1}{2}$  to 67 R. P. M. on the roll with a standard 4/1 ratio motor. A backlash eliminating gear has been added to the patented crowning device which automatically eliminates backlash in the gear train rotating the crowning device eccentric and assures exact synchronism between the wheel carriage and wheel when crowning or concaving a roll. Other standard features of Farrel grinders have also been incorporated into this machine.

#### Bradley & Hubbard Producing New Burner Line

The Bradley & Hubbard Manufacturing Company of Meriden, Connecticut, manufacturers of high-grade lighting fixtures, lamps, smoking stands, smoking accessories, stamped metal and foundry specialties, has just recently announced a new line of stove oil burners known as the "B & H Radiant" line. This line of burners is adapted for range use in three grades; a low price unit for the dealer designed to meet price competition, a medium-priced line in vitreous enamel finish in three colors and a deluxe line finished in extra heavy nickel.

An ingenious and economical feature of this line of oil burners is the method of controlling or deflecting the heat generated to the exact location desired.

Other units of the line are being developed for room heating purposes as well as a heater which supplies continuous hot water.

#### Industrial Good News for June

Business of the International Silver Company for May, 1933, was 40% higher than 1932 and from pres-

ent indications it appears that the company may make a profit because of the high volume and higher prices in 1933.

R. Wallace & Sons Manufacturing Company of Wallingford, has recently started the manufacture of souvenir spoons in both sterling and plate for the Century of Progress Exposition.

A 15% wage increase is said to have been effected by the Wallace Barnes Company of Bristol during the month of June.

Introduction of the "Mickey Mouse" line of pocket and wrist watches and spring and electric clocks is said to have resulted in a marked increase in business for the Ingersoll-Waterbury Clock Company of Waterbury during the past few months. A wage increase of 5% was also effected during June.

The Atwood Machine Company of Stonington is said to have booked an order for over 100 frames of throwing machines during the latter part of May which is one of the largest orders of this kind in recent years.

The Smyth Manufacturing Company and its subsidiary, the Sigourney Tool Company, both of Hartford, have recently received rush orders which caused them to work overtime for the past several weeks.

The Hockanum Mills Company employing 1400 persons in five woolen manufacturing mills and the James J. Regan Mills, employing 200 persons, both of Rockville, Connecticut, announced wage increases of 10% during the latter part of May.

The Angus Park Manufacturing Company of East Glastonbury increased the wages of its employes by  $12\frac{1}{2}\%$  on June 1.

#### Correction for Industrial Briefs

It has just been brought to our attention that the Lynn Leather Washer and Mat Company is not a subsidiary of the Carlyle Johnson Machine Company of Manchester as published in the May issue of *Connecticut Industry*. The Lynn Leather Washer and Mat Company merely occupies one of the buildings of the Carlyle Johnson Machine Company and its manager is the treasurer of the Carlyle Johnson Machine Company.



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# Departmental News

## Accounting Hints for Management

*Contributed by Hartford Chapter, N. A. C. A.*

IS INDUSTRY PREPARED TO RISE TO THE OCCASION? The thought uppermost in the minds of executives at this time does not pertain to any technical accounting question or problem, but rather to the matter of prompt and proper trade association affiliation. Concerns which heretofore have refused to cooperate with others in the same industry, thereby enjoying competitive advantages at the expense of the others, will no longer be free to operate in this fashion. If cooperation, for the good of all, is not arranged voluntarily, it will be made compulsory under the provisions of the new Industrial Bill.

The full import of the provisions of the new law has not yet been grasped. Enforcement of codes of fair competition and principles of price fixing practically presupposes the maintenance of adequate accounting records. The establishment of sound basic prices for manufactured goods cannot be determined unless cost and accounting records have been maintained. Accounting preparedness has been advocated through this column from time to time; but notwithstanding the admonition from various sources unhappy instances have recently been revealed where the accounting and cost functions have been demoralized in order to achieve temporary monetary economies.

Industry will welcome the relaxation of the oft-times oppressive and restraining orders of certain governmental agencies. The avowed intent of the new industrial laws sponsored by President Roosevelt is to stimulate and regulate legitimate business activities. There is no longer any necessity of dwelling upon the part accounting and record keeping will have in the picture. Is industry prepared, with its records and facts, to rise to the occasion and to control the situation? To the end that it may take the proper action in formulating trade rules that will adequately reflect regional manufacturing and selling cost differences as between Connecticut and other industrial centers of a given industry, Connecticut industry should consult with the cost committee of its state association which, in cooperation with representatives of the three state chapters of the N. A. C. A., is extending helpful advice to all groups.

HARTFORD CHAPTER, N. A. C. A. At its recent annual meeting, Hartford Chapter, National

Association of Cost Accountants, elected the following officers: President Henry Knust, C. P. A., Hartford; Vice-President Edward F. Didier, Torrington Company; Vice-President Carl L. Seeber, Wallace Barnes Company; Secretary A. H. Wilcox, Torrington Manufacturing Company; Treasurer George W. Osborn, International Silver Company; Directors D. B. Bassette, Felt & Tarrant Co.; W. F. Doran, American Paper Goods Co.; F. L. Haskell, Wallace Barnes Co.; F. R. Jones, International Business Machinery Corporation; H. A. Papenforth, Trumbull Electric Manufacturing Company; F. A. Sharp, Waterbury Buckle Company.

The program covering the next series of monthly discussions on industrial accounting subjects is now in the course of preparation.

## Transportation

### NEW RAILROAD COORDINATOR BILL.

What is believed to have been the President's original conception of the railroad coordinator measure as a "speedy economy horse," was weighted down by "Congressional blacksmiths" until it became a "mere plug," as the jockey, Joseph V. Eastman, took it to the post for a drive toward coordination of labor, management and financial interests of all roads with a view of beating bankruptcy to the wire through generous use of the economy whip. Since the coordinator is literally hamstrung on all sides by requirements that he consult with labor, state commission groups, railroad committees and the Interstate Commerce Commission whenever a petition of any interested party opposes a coordinator order, it is extremely doubtful whether worthwhile economies may be forthcoming. With labor demanding no decrease in employment or wages and the Long amendment providing that no routes now existing may be eliminated, except with the consent of all participating lines or on order of the coordinator, the new law seems destined to be a dud as an economy agent. However, the economic force of better business, already expressed in increased car loadings, may blind the public to its flagrant weaknesses.

Under Title I of the act the office of Federal Coordinator of Transportation is created to promote or require action on the part of the carriers which will eliminate unnecessary services and facilities, permit the joint use of terminals and trackage, control allowances, accessorial services and the charges therefor, and other practices affecting service or operation—all for

the purpose of "the railroads' net earnings." Part I also provides that the coordinator should see that all other wastes and preventable expense are avoided and that financial reorganization of the carriers is accomplished wherever possible to reduce fixed charges and improve carriers' credit, and to provide for the immediate study of other means of improving conditions throughout transportation in all of its forms, including the preparation of such plans as seem necessary.

The avowed purpose of the law is to see that every available economy is to be obtained through cooperation between the coordinator and railroad committees. Both the coordinator and the commission are empowered to issue orders and the carriers affected by any such order are automatically relieved from the operation of the anti-trust laws and all other prohibitions by state or federal law with the exception of public health and safety laws, and the railroad labor act contract entered into thereunder. Upon request or formal petition of any interested party, the commission may suspend, review, modify or set aside an order of the coordinator, which would seem to nullify every possible worthwhile economy order that might be made in the future.

Title II of the Act which embraces permanent legislation, embodies the bills revising sections 5, 15a, 19a of the Interstate Commerce Act and provides a new rule of rate making as follows:

In the exercise of its powers to prescribe just and reasonable rates the Commission is given due consideration, among other factors, to the effect of rates on the movement of traffic; to the need, in the public interest, of adequate and efficient railway transportation service at the lowest cost consistent with furnishing of such service; and to the need of revenue sufficient to enable the carriers under honest, economical, efficient management, to provide such service.

It is believed to be the desire of the proponents that the Interstate Commerce Commission administration of this new rate making rule will result in charging higher rates during periods of good times in order to accumulate a surplus for use in bad years. Since the repeal of the recapture clause of Section 15a is retroactive, approximately \$13 million in accumulated interest will be returned to carriers who have made payment into the Commission's fund and all other claims will be automatically dropped.

Amendments to Section 19a, which is the valuation act, are designed to simplify and make less expensive valuation efforts of the commission.

**ESTIMATE OF RAIL VALUES MADE BY I. C. C.** The railroads of the United States, as esti-

mated by the Interstate Commerce Commission on June 16, are valued at \$21,221,711,081 at going prices. This figure was computed and issued by the Valuation Bureau of the Interstate Commerce Commission on which the Commission is expected to base decision on the rate study now under way.

The value of the carriers was computed by setting up the cost prices (current prices of materials) which equalled \$16,858,546,204 for the cost of reproduction less depreciation. To this figure was added \$3,032,799,826 cost of land, \$338,854,000 for working capital, and 5% as a going value, bringing the total up to the previously announced estimated figure. Actual cost of reproducing the railroads is estimated at \$23,742,958,869 at present time prices.

Using the same method of computation for sections of the entire railroad system, it was estimated that eastern railroads are worth approximately \$9,789,907,500; southern railroads \$3,673,841,891 and western railroads \$8,555,556,593.

**CHANGE IN FIRST CLASS POSTAL RATES.** Beginning Saturday, July 1, 1933, postage on letters and other first class matter, except postal cards and private mailing or post cards, mailed for local delivery, was changed from 3 cents to 2 cents per ounce or fraction thereof.

**NEW INTERCOASTAL TARIFF FILED JUNE 1.** New tariffs of actual freight rates as required by the Intercoastal Shipping Act of 1933, were filed on June 1 with the Bureau of Regulation and Traffic of the Shipping Board by the twelve steamship companies comprising the Intercoastal Conference. The majority of the intercoastal operators, it is believed, will welcome the coming of government regulation as it is expected to stabilize rates and prevent the ruinous rate wars which have been common in the past. Once the tariffs of actual freight rates have been filed no modification will be permissible by any lines except by giving thirty days' notice to the board of such intention. It is understood that the new tariffs represent increases of from five to forty cents per hundred pounds on various commodities.

Members of the Intercoastal Conference who have filed rates are the American-Hawaiian, Argonaut, Arrow, Dollar, Grace, Isthmian, Luckenbach, Nelson, McCormick, Panama Pacific, Quaker and Williams.

Non-conference lines including Calmar, Shepard, Union Sulphur and Weyerhaeuser are submitting their own rates.



# SERVICES AT YOUR DOOR

An alphabetical list of accessible services recommended to Connecticut Industry readers

**HADFIELD, ROTHWELL,  
SOULE & COATES**  
*Certified Public Accountants*  
Hartford                      Stamford

**HENRY KNUST**  
*Certified Public Accountant*  
Conn. and N. Y.  
15 Lewis Street                      Hartford

**Scovell, Wellington & Company**  
ACCOUNTANTS AND AUDITORS  
First National Bank Bldg.  
New Haven  
*Offices in Principal Cities*

*Rates for this space  
exceptionally low*

**COAL**  
**T. A. D. JONES & CO., INC.**  
*24 hour service to Connecticut  
Industries*  
New Haven                      Bridgeport

**ENGINEERS—MANAGEMENT**  
Scovell, Wellington & Company  
First National Bank Bldg.  
New Haven  
*Offices in Principal Cities*

**ENGINES & MOTORS**  
**S. ARTHUR RHODES**  
*New & Used Diesel Engines,  
Pumps, Air Compressors & Motors*  
205 Main St.                      Cromwell, Conn.

**ENGRAVERS**  
**DOWD, WYLLIE & OLSON**  
*Advertising Art &  
Photo Engraving*  
106 Ann St.                      Hartford

**FENCING**  
**THE JOHN P. SMITH CO.**  
*Distributors for Page fence.  
Manufacturers of Wire Cloth,*  
497 State St.                      New Haven

*List Your Services Here*

## ...Query

Readers desiring to purchase merchandise or services not listed here will be given the names of reliable firms upon inquiry to this department.

## ...Listing

Copy for listing in this department must be received by the 15th of the month for publication in the succeeding month's issue. We reserve the right to refuse any listing.

**HEAT REGULATORS—**  
**Minneapolis-Honeywell Heat  
Regulator Co., Inc.**  
*A regulator for every need*  
740 Capitol Ave.                      Hartford

**HEAT TREATING**  
The Stanley P. Rockwell  
Company  
*Heat Treating & Equipment*  
296 Homestead Ave.                      Hartford

**INSURANCE**  
**AMERICAN MUTUAL  
LIABILITY INS. CO.**  
*Workmen's Compensation Ins.*  
Boston - Bridgeport - Hartford

**LEONARD'S GUIDE**  
Freight, Express and Parcel Post  
Rates and Routing  
The most complete, accurate, and  
simple guide published  
15 East 26th St.                      New York

**MILL SUPPLIES**  
**THOMAS TRANT & BRO.**  
*Jobbers—Plumbing, Gas Heating,  
Water Supplies and Specialists  
in Mill Supplies*  
228-232 State St.                      Hartford

**PRINTERS**  
**THE CASE, LOCKWOOD &  
BRAINARD CO.**  
*Printers and Binders*  
Trumbull St., Hartford

**RECORDING INSTRUMENTS**  
**THE BRISTOL COMPANY**  
*Recording and Controlling  
Instruments*  
Waterbury                      -                      Connecticut

**TRANSPORTATION**  
**AMERICAN-HAWAIIAN  
STEAMSHIP CO.**  
*Coast-to-Coast Freight Service*  
New York                      —                      Boston

**DOLLAR STEAMSHIP LINES,  
INC., LTD.**  
*Inter-coastal—Far-East and  
Mediterranean freight steamer  
Service*  
New York                      Boston

*Ask about rates for one or  
more of these spaces.*

## Foreign Trade

**BUREAU ANNOUNCES COMPLETION OF NEW PUBLICATION ANALYZING FOREIGN TRADE IN RELATION TO TARIFF.** The Tariff Commission has recently announced the publication of "Economic Analysis of the Foreign Trade of the United States in Relation to the Tariff" and "Range and Variety of Costs of Production," constituting parts I, II, and III of a report to the Senate in response to Senate Resolution 325, 72d Congress, 2d Session, introduced by Senator Costigan of Colorado. The volumes are available only through the Superintendent of Documents at \$2.00 per set. The Commission's report on tariff bargaining, part IV of this report, is published as a separate document under the title, "Tariff Bargaining under Most-Favored-Nation Treaties."

**STANDARD BUREAU ANNOUNCES NEW ENCYCLOPEDIA OF SPECIFICATIONS FOR METALS AND METAL PRODUCTS.** A new encyclopedia of specifications for metals and metal products containing standards prepared by more than 80 nationally recognized organizations has just been issued by the Commerce Department's Bureau of Standards. The encyclopedia contains ten chapters covering 1600 standards and specifications, given either in full or by suitable abstract, tabulation or cross reference; methods of testing, chemical analyses, metallic coatings and heat treatment; 1100 illustrations to supplement the text; hundreds of cross references to demonstrate the close relationship among the specifications assigned to the metals; condensed information in the form of 1700 tables and a list of technical societies, trade associations and other organizations issuing standards and specifications.

This is the third encyclopedia prepared by the Bureau, the first two covering specifications in the wood-using industries, and for non-metallic minerals and their products. Copies of the new publication may be obtained through the Hartford office of the Bureau of Foreign & Domestic Commerce, 50 Lewis Street, Hartford.

**AMERICAN BLOCKED ACCOUNTS RELEASED BY BRAZILIAN AGREEMENT.** An agreement has just been reached between a committee representing American holders of blocked currencies in Brazil and representatives of the Brazilian Government and the Banco do Brasil which provides for the settlement of these claims within 90 days for amounts of less than \$50 thousand and within 6 years for amounts in excess of \$50 thousand.

American firms with blocked accounts of not more than \$50 thousand who signed the agreement prior to June 30 will be paid off within 90 days on the full official rate of 13.3 milreis to the dollar. Those having blocked accounts in excess of this amount will receive 72 monthly drafts or notes dated July 1, 1933, guaranteed and endorsed by the government of Brazil and payable monthly over a period of six years by the Banco do Brasil at the agreed conversion rate of 13,965 milreis to the dollar. The firm of Haskins & Sells will represent the Banco do Brasil in determining these amounts.

The signatories for Brazil agree that no more favorable agreement relative to exchange shall be made with any other country or the nationals of any other country, and that Brazil will not make any other arrangement which will interfere with the fulfillment of this agreement.

The importance of this agreement, in the opinion of the American committee, cannot be over-emphasized largely because of the favorable trading position it gives to American firms, many of whom have either withdrawn from the Brazilian market or diminished their transactions in view of the risks of exchange and detention of funds.

The American committee, composed of Messrs. E. P. Thomas, President, National Foreign Trade Council, General Palmer E. Pierce, Chairman, and James S. Carson of the Council on Inter-American Relations, plans to continue its work with other South American countries where blocked balances are impeding American trade.

**HARTFORD BUREAU OFFICE HAS SUPPLY OF CUSTOMS STAMPS.** The Hartford Cooperative Office of the Bureau of Foreign & Domestic Commerce, 50 Lewis Street, Hartford, now has available an ample supply of Canadian Customs prepayment stamps for mailing catalogs and advertising matter to prospects in Canada, duty prepaid. These stamps are in denominations of 1¢, 2¢ and 15¢.

## LEGISLATIVE OBSERVATION

*(Continued from page 2)*

licensed, failure to comply may mean a loss of such license to manufacture for a period of one year. Title II of this act provides for a public works program of \$3,300,000,000 to be distributed to states, municipalities or any government sub-division which complies with the regulations of the act and be passed upon by the state and national public works administrators.

## STATE

Since it is obviously impossible to publish here the details or even a comprehensive summary of the accomplishments of the 1933 General Assembly which adjourned on June 7th, this review will merely present a few of the high-lights. A detailed report of the session, including action taken on the principal bills of interest to manufacturers, is at this writing being prepared and will doubtless reach Association members either before or a few days after receipt of this issue.

Convening during a time of national economic stress, including the national banking crisis, Connecticut legislators were confronted with the difficult task of holding expenditures in reasonable conformity with diminished income in the face of extreme pressure to loosen the purse strings to carry out the provisions of an unusually large number of social measures. Considering the split control in the General Assembly between Republicans in the house and Democrats in the senate, the leaders committee chairmen and legislative members did well by their great task of disposing of 2729 measures in the allotted time without committing the state to a policy of mortgaging its future beyond reasonable limits. Out of this number of bills, resolutions and petitions, less than half of them were enacted into law.

Although it became apparent to the experienced observer as soon as election ballots were counted that controversial measures and appointments would be bitterly contested, yet it was not until the session had passed the half-way mark that the majority of these debatable questions on liquor control, judgeship appointments, minimum wages, 48-hour bill for women and minors, unemployment insurance, old age pensions, and aid for municipalities were brought out of committee for a fight in the open. The so-called "judgeship deal", wherein Democratic senators voted in certain instances to overturn the normal one vote majority of their party in the senate in return for "Old Guard" appointments with the aid of Republican votes, and the fight on the liquor control act, were the outstanding examples of time-consuming measures. The liquor control measure drafted by the governor-appointed liquor control commission was finally adopted after fierce opposition, mud-slinging and two radio appeals by Governor Cross.

The following recapitulation will show how the governor's recommendations fared at the hands of the General Assembly:

1. Making two-thirds' vote instead of majority necessary for overriding of governor's veto.—Rejected as in 1931.
2. Establishment of district court system, replacing

present setup of minor courts.—Adopted in senate; rejected in house as in 1931.

3. Reorganization of state departments and commissions for economy and efficiency.—Rejected in house as in 1931; rejected in senate when lieutenant governor broke tie vote.

4. Study of tax structure by commission with view to shifting tax burden from real estate before end of session.—Adopted in both houses, but no report until next session.

5. Revision of public utility laws by commission and authorizing public utilities commission to initiate rate investigations on own motion.—Adopted in senate; rejected in house as in 1931.

6. Commission to formulate liquor policy in preparation for repeal.—Adopted.

7. Passage of minimum wage law.—Adopted.

8. Reducing hours of labor for women and minors to 48 hours a week.—Rejected in house; adopted in senate.

9. Establishment of old age pension system as proposed by state commission.—Adopted in senate; rejected in house.

10. Tightening up of banking laws and introduction of branch banking.—Adopted.

11. Start of state jail farm as recommended by commission.—Commission continued.

12. Establishment of system of cash reserves for unemployment.—Adopted in senate; rejected in house.

13. Aid to municipalities.—State relief bill adopted in both houses.

## With Our Advertisers

### Fire Insurance Company's Name Changed

The Board of Directors of the Allied American Mutual Automobile Insurance Company recently voted to change the name of the company to the Allied American Mutual Fire Insurance Company which will become effective as soon as the necessary papers can be filed with the several states.

Organized October 9, 1920, Allied American Mutual has written fire and theft insurance on automobiles and when the change in name is effected, will be prepared to write fire insurance on buildings and their contents in addition to the former lines. Allied American Mutual is one of the Associated American companies which include the American Mutual Liability Insurance Company and the American Policyholders' Insurance Company, which writes automobile insurance.

Executive offices of the three allied companies are located in Boston with branch offices in principal cities throughout the United States.

# HOW'S BUSINESS

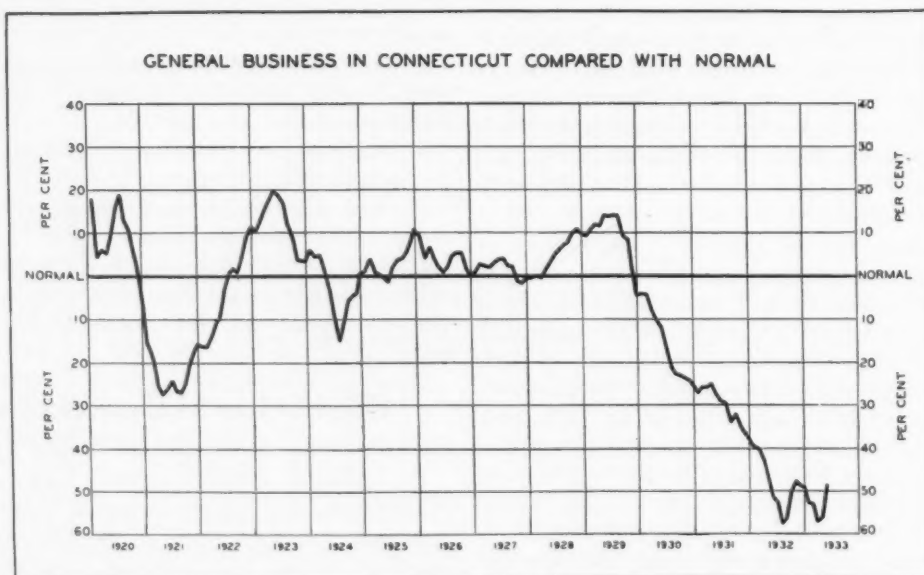
H.R. MICK

## General Summary

During May general business activity in Connecticut experienced an unusually large increase over the preceding month. The net increase of 7.7 points in the general index, which stood at 48.5% below normal compared with 56.2% below (revised) in April, was the largest that has taken place between any two consecutive months in the period of over thirteen years

ings originating in Connecticut expanded sharply as did the volume of metal carried by the New Haven Road. Preliminary indications for June point to a further expansion in industrial activity. Freight carloadings for the first ten days of the month and manufacturing activity in one large city have continued to increase contrary to the usual seasonal trend.

Industrial activity in the United States also in-



which the Connecticut index covers. The May point was also higher than a year earlier when business activity was 51.8% below normal, this being the first time since 1929 that the index has stood higher than in the corresponding period of the year previous. Of the components of the general business curve, all except bank debits to individual accounts showed marked increases over April; the increase in bank debits amounted to one point. Manufacturing activity, after increasing slowly in April, rose abruptly in May and, based on the number of man-hours worked, was greater than a year ago. Cotton textile mill activity increased for the fourth consecutive month and was at the highest point since September, 1931. Freight car-load-

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York Times has made further progress and has now increased for the twelfth consecutive week, reaching the highest point in more than two years. Electric power production and freight car-loadings have both increased sharply in recent weeks.

According to The Annalist weekly index, wholesale commodity prices in the United States advanced 3% on June 13th compared with four weeks earlier. The largest increase occurred in the prices of textile products which rose 18%; metals and metal products increased 3½%, farm products 3% and food products ½ of 1%. No change in price was indicated for building materials and chemicals. Fuels declined approximately 1% during the four week period.

In Connecticut, retail commodity prices have become firmer and in the case of foods increased 5% between March 15th and May 15th. A further rise in prices has occurred in June.

#### Financial

The number of new corporations formed in Connecticut during the four weeks ended June 10th was 31% higher than in the corresponding period a year ago. On the other hand, business failures also increased over last year. Real estate sales continued to increase early in June contrary to the normal seasonal decline and were only 10% less than a year earlier.

#### Construction

In Connecticut, the building industry was more active than in some time. During the four weeks ended June 10th, the number of building permits issued increased 10% over the corresponding period of 1932 and the value of permits increased 6%. Several large projects for whose construction contracts were recently issued, were a private boarding school in Simsbury, \$200,000, a foundry for the Stanley Works, New Britain, \$150,000, and an addition to the Berger Bros. factory in New Haven, \$94,000.

#### Labor and Industry

During May, manufacturing activity in Connecticut factories as measured by the number of man-hours worked expanded sharply and stood at 51.5% below normal compared with 58.7% below (revised) in April and 53.0% below in May, 1932. The increase over a year earlier was the first to be reported since 1929. All cities from which reports were received showed a substantial gain over April and in Bristol, Meriden and New Britain, activity was at a higher level than last year. In Bridgeport factories, the number of man-hours worked was 3% below 1932 and in New Haven the decrease was 9%. Employment in eight Waterbury brass factories increased 12% over April and 2% over May, 1932; factory operat-

ing schedules were reported to have been expanded considerably. In Hartford, employment was 4% above April but still well below a year ago. In Danbury, conditions were much better than a month earlier and it was announced that the Bard-Parker Company, formerly of New York, would start operations in Danbury July 1st with approximately 150 employes. Increases in wage rates, of which little has been heard since 1929, were put into effect by several companies during the month.

In factories in the United States as a whole, employment and payroll totals experienced a general expansion compared with April. Of the 89 industries covered by the survey of the U. S. Bureau of Labor Statistics, 72 reported increased employment and 81 reported increased payroll totals. Employment in all groups combined rose 4.8% and payrolls 11.5%, the increases in both cases being contrary to the seasonal trend.

#### Trade

In the United States, retail trade continued to expand during May and sales of department stores, adjusted for seasonal variation, advanced to 68 compared with 67 in April and 57 in March. Collections were better than in several preceding months.

#### Transportation

Freight car-loadings in Connecticut moved upward sharply in May, the adjusted index of car-loadings rising to 36.9% below normal against 42.0% below in April and 36.1% below a year ago. In the four weeks ended June 10th, loadings showed an increase of 6% over last year. In May, freight car-loadings of automobiles, building materials and merchandise in less-than-carload lots advanced substantially and in the case of automobiles and building materials were well above last year's level.

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## — Service Section —

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns.

### ●●Materials for Sale

COLD rolled steel in coils and in squares, condulets and fittings, remnants of covering materials—velours, velvets, mohair, tapestries, denims, chintzes, and cretonnes, semi-finished and castellated U. S. S. nuts, pulleys, flat and crown face-steel and cast-iron; new shaft hangers, brass wire, brass rods, aluminum tubing, cold drawn steel—mostly hex; miscellaneous lot of material used in the manufacture of molded rubber parts and flooring, knife switches—new and many sizes; carload C. I. drop bases, No. 1025 steel in sizes 4' x 2' and 6' x 2'; lead pipe, lead sheet, acid proof pipe fittings, 124 bars screw stock varying thicknesses and lengths, white absorbent tissue process from cotton, rotary convertor, colors and dyes—large variety, lacquers—several hundred gallons in assorted colors; and soft anneal copper with high silver content in rolls. J. H. Williams wrenches in assorted sizes.

### ●●Equipment for Sale

ACCUMULATORS, annunciators, baskets, beaders, beamers, bearings, belt stretchers, blowers, boilers, braiders, bronze runners, cans, cards, woolen; car loaders, chain, chairs, champfer, clocks, time recorders; clock systems, colors and dyes, compressors, condulets, convertors, conveyors, cookers, cooking utensils, doublers, draftsman's table, drop hammers, drops, board; drums, drying racks, dyes, engines, evaporators, extractors or percolators, fans, filtering carbon, folders, forming rolls, frames, furnaces, gears, generators, grinders, grindstones. Grinding wheels, guiders, headers, lamp shades, lathes, lifters, looms, De Laski circular; machines, automatic; machines, calculating; machines, compressing; machines, dieing; machines, drilling; machines, filing; machines, filling; machines, folding; machines, knitting; machines, mercerizing; machines, milling; machines, pipe-cutting and threading; machines, pleating down; machines, riveting; machines, screw; machines, threading; machines, tongue and groove; machines, washing; mercerizer equipment; millers, mixers, mills, mills rubber; mixing rolls, motors, oil circuits; oven drawers, paints and lacquers; panels, planers, plungers, pointers, presses, profilers, pulley drives, pumps, reamers, receivers, rheostats, safe cabinets, saws, scales, screens, seamers, shapers, shears, spindles, spinning mules, steam tables, steam warmers, stitcher, 192 monitor corner box switches, tables, tanks, toilet equipment, trucks, ash can; tube closers; wire, wire screw and yarders.

MAKE US AN OFFER: Deane Steam Pump  $3\frac{1}{2}$  x 18", Horizontal Duplex Double Plunger Type, 50 R. P. M., 129 gallons per minute; Southwark Hydraulic Accumulator 15" x 16", having a 2,500 lbs. pressure—14" diameter x 16" x  $\frac{1}{4}$ " steel casing; Southwark 1,200 ton Hydraulic Forging Press 1,150 net tons capacity, 2,500 lbs. pressure, stroke 2' 6", diameter of ram 2' 11 $\frac{1}{2}$ ", space between uprights 3' 11 $\frac{1}{2}$ " x 2' 11 $\frac{1}{2}$ "; Hardinge Conical Ball Mill 4 $\frac{1}{2}$ " diameter x 16" cylinder, improved type for heavy duty; Power Mining Machinery Company's 10 x 16 Jaw Crusher with geared iron jaw, Serial No. 58; Dings Magnetic Separator, Type MB, Serial No. 1,696, with attached generator; 2—No. 3 James Ore Concentrator Company's Sand Tables, fitted with Simplex Vibrator Head and Tables 4' x 16'. Seymour Mfg. Co., Seymour, Conn.

### ●●For Sale or Rent

FOR SALE: One #183 Double End Automatic Facing, Chamfering and Burring Machine, Single Pulley drive,

Call or write for many other listings for sale, rent or lease in Connecticut. If our listings do not meet your requirements a thorough search will be made. Address Service Section, *Connecticut Industry*.

manufactured by Grant Manufacturing and Machine Co. of Bridgeport, Connecticut. Manufacturers' No. L-58. Address S. E. 64.

FOR SALE: 1 Burroughs-Moon-Hopkins Billing Machine No. 7202-795298 with stand. 1 Burroughs Inventory Machine No. 7200-1305531 with stand. 1 Burroughs Bookkeeping Machine No. 6-321849. 1 Lightning Coin Changer No. 10306. All in good condition. Inquire Wilcox, Crittenden & Co., Inc., Middletown.

FOR SALE OR AN ROYALTY BASIS, A PATENT. A patented stool, the principle of which may be used in all sizes and types of stools or utilized for chairs or tables, is available to a manufacturer on a royalty or outright purchase basis. Sample of this device at Association headquarters at this writing. Further particulars given by addressing S. E. 68.

### ●●Wanted to Buy

MANUFACTURER WILL BUY: A Connecticut Manufacturer will buy at reasonable price at any time surplus lots of 1 $\frac{1}{2}$ " gum wood or 1 $\frac{1}{2}$ " walnut. Also large surplus lots of Bessemer screw stock  $\frac{3}{8}$ "-13/16" round. Address S. E. 61.

ENGLISH CUSTOMER of Connecticut manufacturer wishes to buy a used Keller Diesinking Machine, B. L. 2416 in good condition. Please quote price packed for ocean shipment if you have a machine to sell. Address S. E. 67.

### ●●Employment

PURCHASING AGENT AND SALESMAN: A man of wide experience who has worked in the purchasing departments of seven large Connecticut organizations as a clerk, assistant purchasing agent and one who has organized purchasing activities which will merit the closest investigation, and has also had some sales experience, now desires sales or purchasing connection with another progressive Connecticut or New England industrial or commercial organization. References furnished by addressing P. W. 227.

COMMISSION REPRESENTATIVE AND BROKER with nineteen years residence and selling experience in Montreal with organization covering entire Dominion wishes to secure Canadian representation for Connecticut manufactured product. Temporarily located in Hartford; available for interview. Address P. W. 230.

SILK EXECUTIVE.. A former executive of a silk company allied with the hat industry who has had 20 years experience in the line during which he has served as treasurer of one company and president-treasurer of another, now seeks a connection, preferably outside of the silk industry, where his executive and sales ability may be utilized to the utmost. Address P. W. 231.

EX-NAVY MAN. A retired navy chief storekeeper who has served 16 years in the regular navy now desires job either as a paper cutter in a printing establishment or as a clerical man where his storekeeping experience would prove most valuable. Address P. W. 232.

TOOL-MAKER. A tool-maker who learned his trade in England and has since worked for several American companies now desires a position in his trade with a Connecticut concern. Address P. W. 233.

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